### FALL

#### A-LAB

**15.572 Analytics Lab: Action Learning Seminar on Analytics, Machine Learning, and the Digital Economy**  
S. Aral, A. Almaatouq

This course allows students to work on projects with host companies that focus on the use of analytics, machine learning, large data sets, or other digital innovations to create or transform their organization. The course culminates with a presentation of results to an audience that includes IT experts, entrepreneurs, and executives.

#### E-LAB

**15.399 Entrepreneurship Lab**  
K. Hickey, K. Boucher, D. Patel

In this class, students work with startups on problems of strategic importance to the venture. The goal is for students to gain experience with fast-paced startup companies, applying their academic knowledge in a context of uncertainty and extreme time pressures. Popular sectors include AI solutions, clean technology, consumer products, hardware, healthcare technologies, robotics, and software. This course is offered in both fall and spring semesters.

#### FINANCE PROSEMINARS

**15.451 Proseminar in Capital Markets/Investment Management**  
M. Kritzman

This class provides a unique opportunity to tackle original research problems in capital market analysis and investment management that have been posed by leading experts from the financial community. Teams present their solutions at a seminar which is attended by representatives of the host organization and open to the entire MIT community.

**15.452 Proseminar in Corporate Finance, Investment Banking, and Private Equity**  
E. Matveyev

This course allows students to work on projects sponsored by leaders in corporate finance, investment banking, and private equity. Students work in teams across degree programs (combining MFin, MBA, and Sloan Fellows) to analyze and problem-solve, culminating in reports which the teams present to their host organizations for evaluation and feedback.

### FALL/IAP

#### EM-LAB

**15.830 Enterprise Management Lab**  
S. Chatterjee

This course develops students’ ability to apply integrated management perspectives and practices in their roles with large organizations. The goal is to help students adopt a holistic, cross-functional approach to addressing business challenges. Student teams work on projects focused on marketing, operations, and/or strategy in multinationals and emerging innovators in industries such as consumer goods, healthcare, and technology.

#### G-LAB

**15.389 Global Entrepreneurship Lab**  
J. Jónasson, A. Quaadgras

This course is a practical, hands-on study of the climate for innovation and determinants of entrepreneurial success in emerging and frontier market economies. Students work on teams in close collaboration with companies’ top leadership, gaining experience in running and building a new enterprise by tackling critical, real-world business management problems. After their preliminary investigation of the business challenge, teams travel for three weeks during IAP to work onsite with their hosts, testing and beginning the process of implementing their recommendations.

#### H-LAB

**15.777 Healthcare Lab: Introduction to Healthcare Delivery in the United States**  
J. Jönasson, A. Quaadgras

This class focuses on the business challenges and opportunities to deliver high-quality and reasonably-priced health services. Topics include aspects of healthcare delivery operations and how they are affected by healthcare reform policies, alternative payment models, population health perspectives, and social determinants of health. Discussions include examples from the ongoing healthcare-related work of MIT Sloan faculty, as well as the potential for analytics and digitization to impact health-care delivery. Student teams work with a provider, supplier or healthcare-related startup organization on an applied project.

#### ISRAEL LAB

**15.248 Israel Lab: Startup Nation’s Entrepreneurship and Innovation Ecosystem**  
J. Cohen

This course studies Israel’s innovation and entrepreneurial ecosystem. It provides context about the country and its social and geopolitical issues as they pertain to business in Israel. During IAP, student teams travel for two weeks to work with host organizations on complex problems in critical areas, such as big data/analytics, computing technologies, life sciences, robotics, fintech, and cybersecurity, with an emphasis on early stage ventures and their growth. Provides students an opportunity to engage directly with startup CEOs and venture capitalists.
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<thead>
<tr>
<th>ACTION LEARNING LAB</th>
<th>TERM</th>
<th>UNITS</th>
<th>ELIGIBLE STUDENTS</th>
<th>PREREQUISITES</th>
<th>BID/APPL</th>
<th>TRAVEL</th>
<th>INDUSTRIES/COMPANIES/PROJECTS</th>
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<tbody>
<tr>
<td>A-LAB 15.572</td>
<td>Fall</td>
<td>9</td>
<td>All MIT Sloan and MIT graduate students</td>
<td>No Application No</td>
<td>Host company profile: organizations of any industry or size interested in using analytics to solve a business problem or advance an innovation Sample sectors: big data as a service, e-commerce, finance, fraud detection, global health, medical supply chains, sports analytics, workplace safety Sample host companies: Amazon, Boston Public Schools, Dell Services, eBay, Gates Foundation, GE Transportation, IBM Watson, LinkedIn, MasterCard, Nasdaq</td>
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<tr>
<td>E-LAB 15.399</td>
<td>Fall</td>
<td>12</td>
<td>All MIT Sloan and MIT graduate students, and cross-registering students</td>
<td>No Bid No</td>
<td>Host company profile: early-stage startups Sample sectors: artificial intelligence, blockchain, cleantech, consumer products, healthcare, life sciences, robotics, software Sample projects: financial modeling, finding a beachhead market for a new technology, primary market research, solving a key strategic problem</td>
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<tr>
<td>EM-LAB 15.830</td>
<td>Fall + IAP</td>
<td>9</td>
<td>All MIT Sloan and MIT graduate students</td>
<td>Corequisites: 15.810, 15.761, or 15.900 Bid No</td>
<td>Host company profile: leading multinationals and innovators in emergent space in both the for-profit and nonprofit sectors Sample sectors: automobiles, consumer goods/retail, design, finance, healthcare, retail, sporting goods, technology, telecom Sample host companies: BMW, Citi, GE Healthcare, IDEO, Glide, NASAQ, Rave Mobile, SAP, Wayfair</td>
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<tr>
<td>FINANCE PROSEMINARS 15.451</td>
<td>Fall</td>
<td>6</td>
<td>All MIT Sloan and MIT graduate students</td>
<td>Prerequisites: 15.401 or equivalent Bid No</td>
<td>Host company profile: consulting, hedge funds, impact investing, leading finance industry practitioners in investment management, private equity, risk, venture capital Sample projects: fixed income arbitrage, hedging inflation risk, portfolio construction and risk management, tail risk hedging</td>
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<td>FINANCE PROSEMINARS 15.452</td>
<td>Fall</td>
<td>9</td>
<td>All MIT Sloan and MIT graduate students</td>
<td>No Application No</td>
<td>Host company profile: corporate finance divisions of startup firms, leading investment banks, management consulting firms with projects focused on corporate finance and strategy, private equity firms Sample projects: develop a financing strategy for city investments in neighborhood development, structure a deal for a new tranche of equity in private venture, value a wind farm acquisition</td>
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<td>G-LAB 15.389</td>
<td>Fall + IAP</td>
<td>12</td>
<td>MIT Sloan second-year MBA students, Other graduate students by permission only</td>
<td>No Bid</td>
<td>International travel for three weeks during IAP</td>
<td>Host company profile: high-growth scaleups and startups in emerging and frontier markets Sample sectors: agribusiness, digital media, high tech, internet, medical devices, microfinance, telecom, textiles, transportation, venture capital Sample projects: financial modeling, HR, marketing, new market entry, strategy</td>
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<tr>
<td>H-LAB 15.777</td>
<td>Fall + IAP</td>
<td>15</td>
<td>All MIT Sloan and MIT graduate students, and cross-registering students</td>
<td>Prerequisites: 15.060, 15.781, or permission of instructor Bid No</td>
<td>Host company profile: clinics, hospitals, startups, and other organizations dealing with the business challenges of healthcare delivery and healthcare systems changes Sample projects: IT, management, marketing, operations, organizational dynamics</td>
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<td>ISRAEL LAB 15.248</td>
<td>Fall + IAP</td>
<td>12</td>
<td>All MIT Sloan and MIT graduate students, Undergraduate students with permission of instructor</td>
<td>No Bid</td>
<td>International travel for two weeks during IAP</td>
<td>Host company profile: early-stage and growing Israeli startups Sample sectors: agtech, analytics, artificial intelligence, cleantech, cybersecurity, edtech, fintech, healthcare, IoT, life sciences, robotics Sample projects: All for smart cities, computer vision tech in agriculture, emergency response technology, medical devices, oil flow data marketing, social analytics</td>
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